

MARYLAND'S INCUBATOR UPDATE

Nurturing Maryland's Technology Future

*Most Recent News on Maryland's Business Incubators
Presented by the MBIA (www.MDBusinessIncubation.org)*

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In this Issue:

I. Incubator News

- Maryland Technology Development Center (MTDC)
- techcenter@UMBC
- Chesapeake Innovation Center (CIC)

II. Upcoming Events

- September 10, 2004 and September 24, 2004 – TEDCO – Funding Briefings
- September 13, 2004 and September 20, 2004 – smartacceleratorSM Course Reaches Eastern Shore
- September 20, 2004 – techcenter@UMBC – Alex. Brown Center for Entrepreneurship Speaker Series
- September 23, 2004 – techcenter@UMBC – Managing Global Success in the Post 9/11 World

III. TEDCO News

- TEDCO Awards \$20,000 to Phytoextraction Associates

INCUBATOR NEWS

Maryland Technology Development Center (MTDC) Rockville, MD

www.mdhitech.org/entrepreneur

Contact: Duc Duong, email: dduong@md.hitech.org

New Tenants:

- **Fulcrum Pharmaceuticals** – Dr. Evan G. Dick, vice president of operations and business development
Fulcrum Pharmaceuticals is a drug discovery and development company with a portfolio of patented highly versatile, non-disease specific technologies that are being used to create small organic molecule versions of protein-based therapeutics. Fulcrum also rapidly and reliably designs and develops extremely high affinity/selectivity small organic molecule drugs targeted against any protein target that is biologically, clinically and commercially validated.
- **Cangen Corporation** – Chulso Moon, CEO
Cangen Corporation's primary mission is to develop early cancer detection clinical diagnostic devices by securing the rights to or developing superior technologies for regulatory approval and commercialization.

New and Noteworthy:

- **The Silver Spring Innovation Center (SSIC)**, Montgomery County's newest technology incubator, will open on September 2, 2004. The SSIC is a newly constructed 20,000-square-foot facility that is dedicated to serving start-up technology companies in the information and advanced technology fields. SSIC is home to 12 technology companies, and is owned, developed and managed by the Montgomery County Department of Economic Development.

Graduate News:

- **The Institute for Biological Energy Alternatives (IBEA)** has graduated from the MTDC and moved to a new lab facility in Rockville. IBEA, one of several research institutes funded by the J.Craig Venter Science Foundation, is dedicated to exploring solutions for carbon sequestration using microbes, microbial pathways and plants. IBEA develops and uses microbial pathways and microbial metabolism to produce fuels with higher energy content in an

environmentally sound fashion. IBEA, which moved into MTDC in May 2002 and currently employs about 20 people, also undertakes genome engineering to better understand the evolution of cellular life and how these cell components function together in a living system.

techcenter@UMBC
University of Maryland Baltimore County
www.umbc.edu/techcenter
Contact: Walt Schulz, email: wschulz@umbc.edu

New Tenant:

- **Aurora Analytics, LLC** – Aris Kalivretenos, COO
Aurora Analytics is focused on the development and manufacture of innovative consumer and research diagnostic products based on a proprietary amine modification/detection technology. Aurora aims to be the first company to provide a non-enzymatic, on-site test for the presence of amines in food products as an effective indicator of food freshness. Aurora also provides contract analytical services using established and proprietary analytical technology.

New and Noteworthy:

- **The University of Maryland, Baltimore County (UMBC)** has been awarded a \$600,000 grant for “Achieving the Commercialization of Technology in Ventures through Applied Training for Entrepreneurs” program (ACTiVATE) from the National Science Foundation (NSF). The ACTiVATE program will create a systematic model for increasing the commercialization of technology innovations from universities by training women entrepreneurs to create technology-based, start-up companies.

Graduate News:

- **Cybergroup, Inc.**, a provider of innovative Web-based software products, has implemented its software incuTrack at the Chesapeake Innovation Center (CIC). incuTrack is a Web-based information tracking and reporting system for business incubators that allows managers to provide business assistance to their clients. For the CIC, Cybergroup has added tailored features to enhance the delivery of consulting services, the ease of collaboration and the sharing of critical market intelligence.

Chesapeake Innovation Center (CIC)
Annapolis, MD
www.cic-tech.org
Contact: John Elstner, email: jelstner@cic-tech.org

New Members:

- **Exemplary Performance** – Dr. Paul Elliott, CEO
Exemplary Performance, LLC, identifies how an organization’s star performers achieve their results and helps spread their characteristics to the rest of the work force. The company currently assists clients, including Microsoft Corporation and Delphi Corporation, with projects focused on enhancing sales force performance and managing supply chains.
 - **Moozatech Inc.** – Alon Moritz, founder
Moozatech determines breaches in networks, applications, policies and procedures by analyzing physical and digital security elements in order to protect its clients’ core assets. The company employs proprietary methodologies by drawing from its heritage in combating cyber-terrorism. This comprehensive auditing approach allows customers to “connect the dots” and create more effective defenses against the threats they face.
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UPCOMING EVENTS

TEDCO – Funding Briefings

TEDCO holds informational briefings to present details of its capital funding programs. The next briefing will be held on **Friday, Sept. 10, 2004** from 2 p.m. to 3:30 p.m. at TEDCO's Columbia offices. In addition, two briefings will be held on **Friday, Sept. 24, 2004**, both from 2 p.m. to 3:30 p.m. – at the Technical Innovation Center in Hagerstown and at the College of Southern Maryland in La Plata. The briefings will teach companies how to use TEDCO's capital programs to help develop and transfer technology from Maryland universities and federal laboratories to the marketplace. Companies will learn details of the various programs, eligibility requirements, and guidelines for effective proposals, proposal submission and the review process, among others. Cost is free, but registration is required.

For more information and to RSVP, contact Steve Fritz at 410-715-4166 or info@MarylandTEDCO.org.

SmartacceleratorSM Course to be offered on Eastern Shore in September

UMBC's Alex. Brown Center for Entrepreneurship is pleased to announce its next smartacceleratorSM workshop, featuring as workshop leader Dr. Charles O. Heller, managing director of Beacon Global Private Equity and co-founder and former CEO of CADCOM, Inc., and Intercad Corporation. The workshop will take place from 9 a.m. to 5 p.m. on **Monday, Sept. 13, 2004** in the Chesapeake College Higher Education Center Amphitheater and on **Monday, Sept. 20, 2004** at Salisbury University, Power Professional Room 220.

The smartaccelerator program is for CEOs and senior management teams of start-up technology companies and provides training, networking, introductions to funding sources and technical assistance in order to accelerate the growth and development of the companies. Panel participants will include Richard Bernstein, president, BAI Aerosystems, Inc.; Monty Deel, president and CEO, Global Properties, Inc.; Jim Duncan, president, Navtrak; Darrin Lipscomb, president, Avrio Group; Catherine Bolek, director, Office of Sponsored Research; Jim Buckland, regional director, DBED; Monty Saylor, senior vice president, Bank of America; Heidi Sheppard, program manager, TEDCO; and Jim Waters, Business Community Program Director, USDA Rural Development Office.

Applications are now being accepted. To learn more, contact Vivian Armor at armor@umbc.edu.

techcenter@UMBC – Alex. Brown Center for Entrepreneurship Speaker Series

UMBC's Alex. Brown Center for Entrepreneurship will host Dennis Fowler on **Monday, Sept. 20, 2004** from 1 p.m. to 2 p.m. in the University Center, Room 310. He will speak about creativity and innovation in established and growing companies, addressing the development of new ideas, finding sponsors and understanding the political landscapes within organizations.

Fowler will talk about his experiences as a senior executive for organizations including Europe Online Networks, SA; The Walt Disney Company in the U.S. and Paris; and Xerox. A recipient of the U.S. Department of Commerce Pioneer Award, he will share insights garnered from more than 30 years of strategic management consulting, operational planning, strategic planning and international general management experience.

The Entrepreneurship Speaker Series provides a platform for successful entrepreneurs to candidly share their experiences and insights with UMBC students, faculty, alumni and the Baltimore business community. Whiteford, Taylor & Preston sponsors the events. Admission is free. For more information, contact Vivian Armor at armor@umbc.edu.

Other upcoming events include:

- **Monday, Oct. 18, 2004** from 1 p.m. to 2 p.m. – Sean Carton, CEO and partner of Carton Donofrio Partners, Inc., a Baltimore-based marketing, communications, interactive media and public relations firm.
- **Saturday, Nov. 27, 2004** from 1 p.m. to 2 p.m. – Suzanne Joyce, owner and president of Techguard Security, a techcenter@UMBC company that is a global provider of innovative network security solutions, security product development, system integration, project management and security services addressing the challenges associated with network security and privacy.

techcenter@UMBC – Managing Global Success in the Post 9/11 World

UMBC, Whiteford, Taylor, & Preston and M2 Limited Enterprises will present a two-part executive seminar series for emerging companies that seek to both expand their business internationally and safeguard their future global development. Session one will be held on **Thursday, Sept. 23, 2004** from 8:30 a.m. to 10 a.m. in the techcenter@UMBC Main Seminar Room.

Speakers include Aris Melissaratos, DBED Secretary; Andre Pellet, president of M² Limited Enterprises; and Keith Mouldsdale, attorney with Whiteford, Taylor & Preston. This panel of experts will discuss the best practices and vital considerations for impending global growth by focusing on the unique aspects of developing, implementing and managing international expansion in any industry. Through careful analysis, strategy and planning, this seminar offers attendees an essential guide for establishing and maintaining a global presence while effectively managing costs and resources. Session two will focus on “Executing the Global Plan” and will be held on Tuesday, Nov. 9, 2004. To RSVP, contact techcenter@umbc.edu or 410-455-5900.

MARYLAND TECHNOLOGY DEVELOPMENT CORPORATION (TEDCO)

www.MarylandTEDCO.org

TEDCO Awards \$20,000 to Phytoextraction Associates, LLC

TEDCO awarded Towson-based Phytoextraction Associates, LLC \$20,000 under its Federal Laboratory Partnership Program (FLPP). The funding will enable Phytoextraction Associates to work with the U.S. Department of Agriculture’s (USDA) Agricultural Research Service and will provide access to USDA’s facilities, expertise and information. It also will allow Phytoextraction Associates to evaluate and continue developing its technology.

Phytoextraction Associates’ technology remediates contaminated soil through plants that extract metals from soil. Phytoextraction Associates, which was founded in 2002 and has six employees, has developed the use of *Thlaspi caerulescens* for cleaning up specific environmental contamination. By growing this plant on contaminated soil, the roots take up cadmium and zinc, and transport the contaminated material up the stem into the leaves, which can be removed later.

For more information on the FLPP, please visit www.MarylandTEDCO.org.

The Maryland Technology Development Corporation (TEDCO) has programs that aid and promote state-funded incubators, and federal and university laboratories to increase technology transfer and the development of technology-based businesses. Heidi Sheppard serves as TEDCO’s Manager of Incubator Programs.

MBIA, a private, professional organization, is comprised of managers supervising existing and active business incubators in the State of Maryland. MBIA’s missions are to serve as a united voice for the advancement of business incubation in Maryland and to maintain the growth and viability of business incubation through shared best practices and resources.

Maryland’s Incubator Update is presented by the Maryland Business Incubation Association (MBIA) and is funded by a grant from TEDCO and the U.S. Economic Development Administration (EDA). The Update is distributed monthly and is designed and compiled by MGH Public Relations. To submit information, or for more information about TEDCO or MBIA, contact Laura Crovo at 410-902-5058 or lcrovo@mghpr.com or log onto www.MarylandTEDCO.org.

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